

Message Text

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42

ACTION EUR-25

INFO OCT-01 NEA-11 ISO-00 CIAE-00 DODE-00 PM-07 H-03

INR-10 L-03 NSAE-00 NSC-10 PA-04 RSC-01 PRS-01 SPC-03

SS-20 USIA-15 SAM-01 CAB-09 COME-00 EB-11 FAA-00

DOTE-00 SAJ-01 DRC-01 IO-14 /151 W

----- 122245

R 111237Z FEB 74

FM AMEMBASSY ANKARA

TO SECSTATE WASHDC 2742

INFO AMEMBASSY BONN

AMEMBASSY LONDON

AMEMBASSY MOSCOW

AMEMBASSY PARIS

USMISSION BERLIN

C O N F I D E N T I A L ANKARA 1048

EO 11652 GDS

TAGS: ETRN, WB, TU, GE

SUBJECT: TURKISH AIRLINES FLIGHTS TO BERLIN

REF: A) BERLIN 218; B) BONN 2098

1. TURKISH DCA GUNDUZ GUNGEN TOLD US RECENTLY THAT A STUDY OF TURKISH AIRLINES' (THY) ONCE-A-WEEK DC-10 SERVICE BETWEEN SCHENFELD AND YESILKOY HAS CONVINCED HIM THIS SERVICE NOT IN TURKEY'S BEST INTERESTS. HE HAS, THEREFORE, RECOMMENDED TO THY AND TO MFA THAT THIS SERVICE BE DISCONTINUED AND THAT GOT MAKE MORE VIGOROUS EFFORT TO SECURE LANDING RIGHTS FOR THY IN WEST BERLIN.

2. GUNGEN EXPLAINED THAT EAST BERLIN FLIGHTS WERE OBVIOUS SOURCE OF IRRITATION TO A FRIENDLY WEST GERMAN GOVERNMENT, AN ESPECIALLY IMPORTANT CONSIDERATION AT A TIME WHEN CONTINUED EMPLOYMENT OF TURKISH WORKERS IN THE FRG WAS BEING EXAMINED. RAISON D'ETRE OF EAST BERLIN FLIGHTS AS WELL AS THE BULK OF THY'S
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INTERNATIONAL SERVICE AND PROFITS IS CARRIAGE OF TURKISH WORKERS

BETWEEN WESTERN EUROPE AND TURKEY.

3. GUNGEN ALSO EXPLAINED THAT EAST BERLIN SERVICE WAS AT BEST A BREAK-EVEN PROPOSITION, SINCE IT WAS MOSTLY 60 PER CENT DISCOUNT WORKER TRAFFIC SERVICE WHICH IS PROFITABLE ONLY AT LOAD FACTORS APPROACHING 100 PER CENT. WE UNDERSTAND LOAD FACTOR NEVER THAT HIGH. MOREOVER, THY FLIGHTS CUT INTO TRAFFIC CARRIED BY INDEPENDENT CHARTER OPERATORS FOR WHICH THY RECEIVES A ROYALTY OF ABOUT \$25 A SEAT WHETHER THE SEAT IS SOLD OR NOT. APPARENTLY, GUNGEN HAS DECIDED IT IS EASIER FOR THY TO COLLECT ITS ROYALTIES THAN TO OPERATE A BREAK-EVEN OR MONEY-LOSING SERVICE.

4. WE WILL BE TALKING TO MFA OFFICIALS IN NEXT FEW DAYS AND WILL ATTEMPT DETERMINE HOW GUNGEN'S RECOMMENDATIONS HAVE BEEN RECEIVED.

MACOMBER

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NNN

Message Attributes

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30 JUN 2005

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